

Financial,  
Manufacturing,  
Real Estate.

THE TIMES FOUNDED 1856.  
THE DISPATCH FOUNDED 1860.

## REAL ESTATE AND BUILDING NEWS

Midsummer Dullness  
and Hot Sun Knock  
Out Business.

### BUILDERS WORRIED; SELLERS SOLEMN

A Poor Showing for the Week,  
but the Optimists Say It Was  
to Be Expected, and They  
Are Not at All Discourag-  
ed—Bright  
Clouds.

The real estate situation for the past week is a little complicated, and yet, according to the old stagers, it should not be, for the sudden dullness in view of the weather and the advanced state of the season was nothing more than should have been expected. The old stagers and the old timers in the business, who have been close observers for many years, say they are in no way surprised that the sales of the past week, that is, the actual sales, footed up considerably less than \$100,000. They say they have seen the June-July hot season come before, and right well do they know what it means.

**Younger Enthusiasts.**  
Not so with some of the youngsters, the fellows in the real estate business who have experienced but few, if any June-July spells, and therefore are always optimistic, expecting business to be as good in the torrid days as it was in the sweet days of April and May. These youngsters were as blue as real indigo yesterday, but the old stagers smiled and said business is good enough considering the season and the hotness of the midsummer sun. These old fellows are of the opinion that any late week in June that foots up \$100,000 of good business in the real estate line is something to be proud of. That is about what the past week showed up. The sales that went to make up this amount were largely in the western section of the city, and consisted mainly in the sales of vacant lots upon which it is understood homes are soon to be erected.

**Optimistic Views.**  
However, the sales were not near so large either by means of auction or in a private way as the sellers could have wished, and in various localities very solemn countenances are to be met with. When the average Richmond real estate seller does not go big selling he gets an idea that the world is nearing an end, and he gets blue and solemn accordingly. Lots of them were "blue" yesterday. The optimists say that the dullness of the past week was to be expected and they are in no way discouraged. One of these optimists gave me the benefit of a large number of rumors he had heard. There may be but little in these rumors, but they may mean a sight. One is to the effect that a big Western manufacturing establishment is looking for a site in Richmond or nearby upon which to erect a big plant, possibly the main plant of the concern or maybe only a branch, but in either event the plant is expected to be big enough to employ from 1,000 to 5,000 expert workmen, and that will make a big payroll and incidentally get some of the builders and contractors busy.

Another rumor is to the effect that a manufacturing establishment now located in a nearby city is to be moved to Richmond and consolidated with one of like character already here, and that the consolidation means an enlargement of buildings and an addition to the surrounding population.

There were other reports on the air that were not calculated to get the real estate men excited, but none of them could be traced to rock bottom definiteness, and perhaps the less said about it the better.

**Bothered Builders.**  
The sales by H. Seldon Taylor & Co. of something over \$25,000, were perhaps the biggest of the week, and some of them had been on the "string" for quite a while. They included a number of vacant lots in the Ashland and Wallace Streets in a kind of new locality that rejoices in the name of "Dogwood," also of Governor Street, Hanover Street and First Street properties.

The contractors and the builders both in this city and in the suburbs have been not a little bothered for several weeks past. The long rainy spell first came along and knocked them out of very many good working days, and that spell was followed by an intensely hot spell that made many workmen knock off. The result is that many of the contractors are behind time, and they are not a little bothered as to how they will ever catch up with the work so as to enable them to satisfy all of the anxious home-builders that want everything done right up to the minute.

Real estate clearings of Washington Ward, as compiled by Chas. F. Ruehr-  
of the firm of Ruehrmundo & Boovies, for the period of May 15 to June 15, are as follows:

Improved property, \$103,242.00  
Unimproved ..... \$2,744.17

For the same period of last year:  
Improved property, \$27,225.00  
Unimproved ..... \$5,218.60

For the quarter ending June 15, 1910:  
Improved property, \$114,795.00  
Unimproved ..... \$5,585.92

For the same period of last year:  
Improved property, \$208,633.42  
Unimproved ..... \$14,375.00

Unfavorable weather or what not, the suburbs keep busy. It is hard to keep the suburbs around Richmond down.

There was not a little activity the past week on the Northside, that is to say in Glinter Park and Battery Court and Barton Heights and all out in that direction.

Special activity in the building line is noticeable in the Battery Court. Not less than twenty houses are going up in that beautiful suburb, and there are well substantiated reports that 50 per cent of the 100 or more buyers of lots there will be building before the fall comes around.

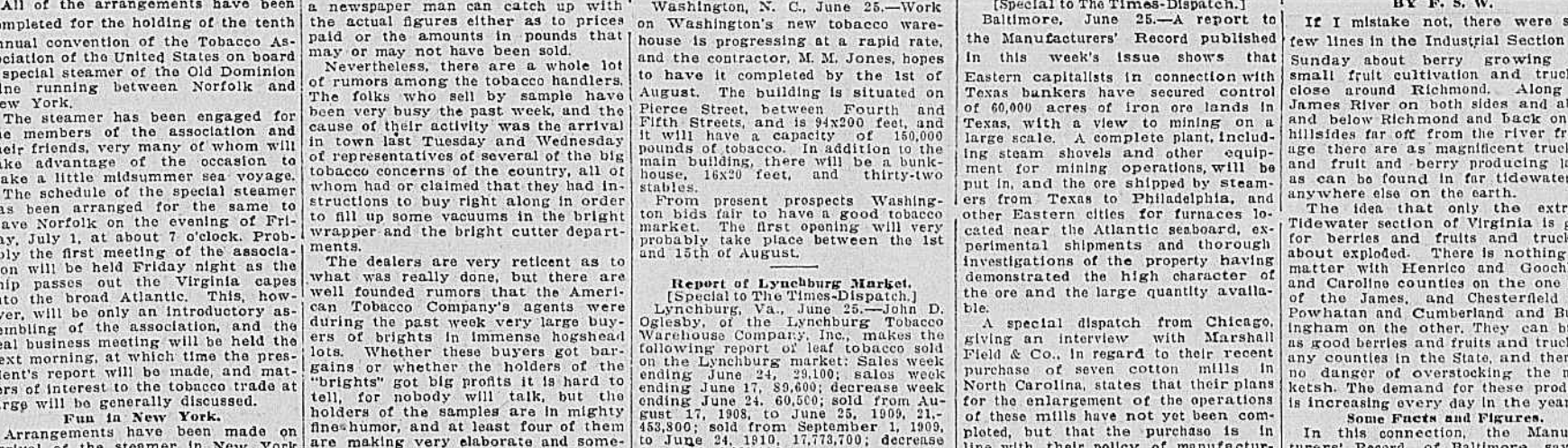
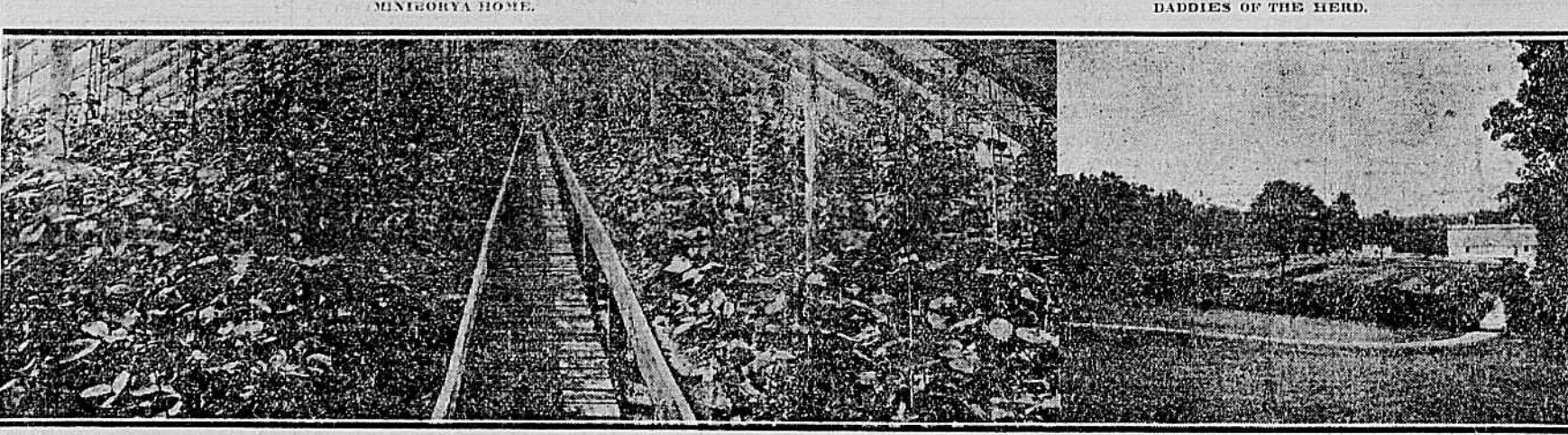
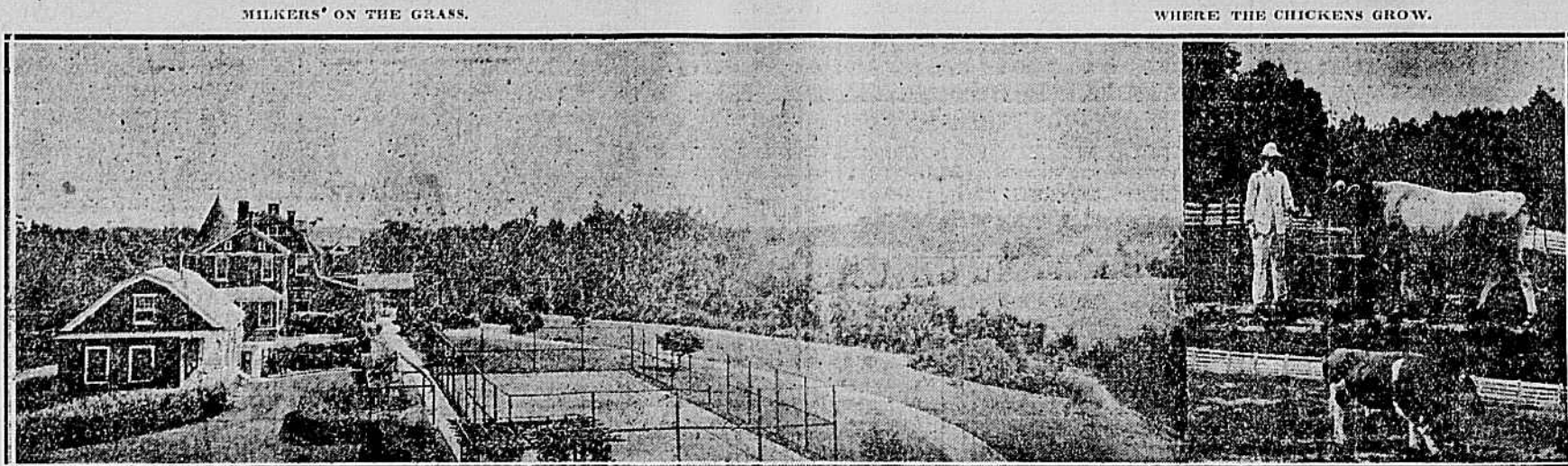
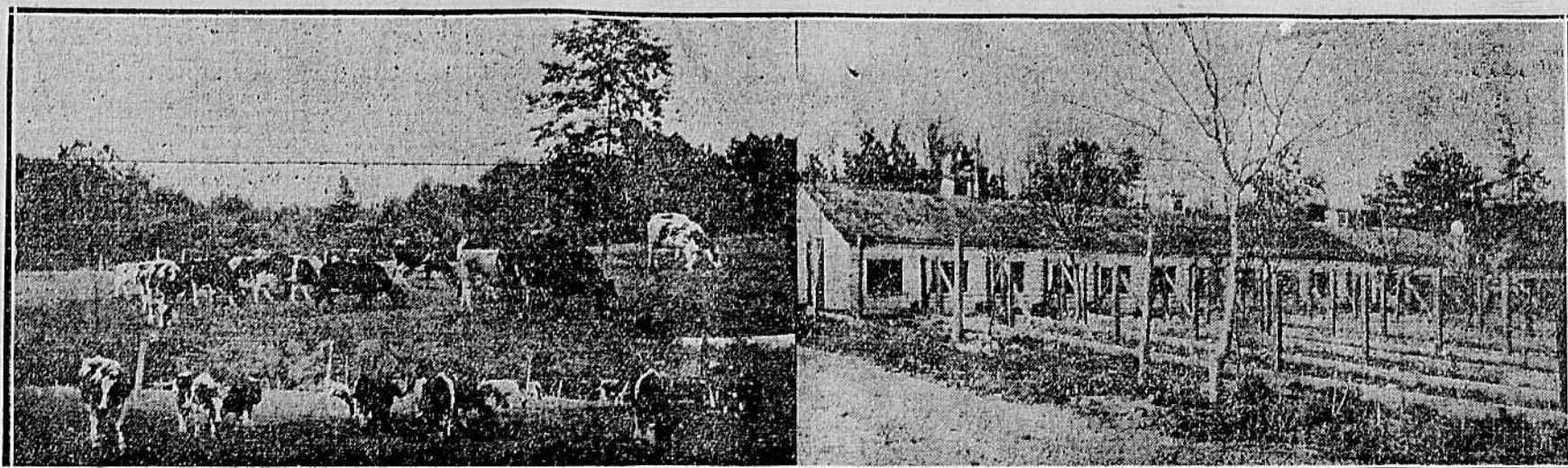
**Wishes of Dealer.**  
Like other suburban places, the Village of Bensley, out in Chesterfield county, is busy again after the protracted rains. Prospective buyers are in evidence again, and the property is even more beautiful than before the wet weather.

The contractors are making headway on the new home of R. B. Brad-  
(Continued on Second Page)

# The Times INDUSTRIAL SECTION Dispatch

RICHMOND, VA., SUNDAY, JUNE 26, 1910.

## MINIBORYA IN CHESTERFIELD



**What Scott Parrish Has Done on Some Grounds Near to Richmond.**  
**MINIBORYA FARM; ITS DEVELOPMENT**  
Flowers and Vegetables, Fruits and Grasses, Cattle and Chickens, Milk and Butter—Sweet Country Life, and All Being Dug Out of the Ground at a Profit.  
BY FRANK S. WOODSON,  
Somehow I can't get away from this Virginia farm demonstration business, and wherever I find a "demonstrator," who has really "demonstrated," or, to put it in plainer English, one who has proven a good thing to be a good thing in an agricultural and country home-making way, I tie onto him and try as best I can to get from him something about his experience so that I may tell of it for the benefit of farmers and would-be farmers who would like to go and do likewise.  
A friend told me the other day that when he was up in Goochland county attending court he heard an old rock-ribbed farmer of the ancient village, riding along on a horse, and he contended, could not know anything about farming. Very true that may be, but being a newspaper man the writer may be able to find out from practical farmers and up-to-date farm demonstrators what they have been doing along twentieth century lines, and he may be able to print the results of his investigations along these lines to the benefit and the enlightenment of twentieth century farmers.  
Mossbacks vs. Real Farmers.  
Of course, I have no knowledge of the old-time way of farming, and I am thankful for my ignorance in this respect. Of course, I have but little practical knowledge of modern methods of farming, but I have sense enough in a general way to find out from men who do know about it what methods they have found and have proven to be the best, and the only thing I have tried to do in the Industrial Section of The Times-Dispatch is to give twentieth century farmers the benefit of such investigation.  
Of course, old mossbacks do not care to learn anything, and, of course, I do not care whether they read or learn from this column or not. I am not wasting any time writing for their benefit, for very well do I know that there is no use to butt one's head against a brick wall. I am not writing for old mossbacks and brick-wall climbers. As a newspaper man, regardless of his knowledge of farming, I know that is a thankless task.  
Youngsters to the Front.  
And I know some other things, too, one of which is that the biggest thing that could possibly happen for Virginia, and for all the South as for that matter, would be about 10,000 first-class farmers, and that is to make in a horizontal position. Give the young men a half a chance on the Virginia farms, and there will be a different report to make in the early years to come, and there will be fewer young men leaving the State to find homes in the cities. Some largely attended funerals would materially help this good movement along.  
What They Don't Know.  
The old Goochland county mossback above referred to said to me that I do not know his name, and he contended, had my informant had time or inclination to extend the discussion, that because Thomas O. Sandy spent a goodly number of the years of his life in the commercial tourist he knows nothing about farming, but all the same Sandy has proven that he does know more than all the old mossbacks in the country.  
The same old mossback, or men of his kind, might contend that J. Scott Parrish, who has spent many years of his life in the development of one of the most splendid industries of Richmond, could not in the nature of the case know anything about making old worn-out lands in Chesterfield county productive and profitable, but all the same Scott Parrish has done just that thing, and there is today no finer or more valuable farm estate in Virginia or all the South than his Miniborya.  
Miniborya's Fine Exhibit.  
I went out last week to the Miniborya Farm and saw for myself. I think I know a good farm when I see it, and I am prepared to say that there is no more lovely or profitable place in all Virginia than Miniborya.  
Eleven years ago or thereabouts Mr. Parrish bought 115 acres of old worn-out lands on Falling Creek, just seven miles from Richmond. His original object was simply to make for himself and his family just a plain little country home, and the idea of developing this splendid property into a money-making farm did not occur to him at the time of the purchase. However, he was a man of discernment and a good business man withal, and he was the owner of the acres not a great while before he conceived the idea that the place could be made a money-maker as well as a nice country home, and for the life of him he could not see why the two ideas should not work harmoniously. Well, it required a little more money, maybe a great deal more, to harmonize the ideas, but luckily Mr. Parrish had a way of raising the capital, and he went to work accordingly.  
Business Foremost Comes In.  
In the first place, he had to get his land in shape, and he made much of a study as to how to do that thing. As far as I have been able to gather from him, his methods varied very little from those he has already described in this section of The Times-Dispatch; the methods practiced by

Want Ads.,  
Agriculture,  
Commerce.

PRICE FIVE CENTS.

## DEMONSTRATION IN OLD CHESTERFIELD

What Scott Parrish Has  
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### MINIBORYA FARM; ITS DEVELOPMENT

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## VAST OPERATIONS PLANNED IN SOUTH

Recent Developments Show  
Broadening Field of Activ-  
ity.

### NEW INDUSTRIES REPORTED

[Special to The Times-Dispatch.]  
Baltimore, June 25.—A report to the Manufacturers' Record published in this week's issue shows that Eastern capitalists in connection with Texas bankers have secured control of 60,000 acres of iron ore lands in Texas, with a view to mining on a large scale. A complete plant, including steam shovels and other equipment for mining operations, will be put in, and the ore shipped by steamers from Texas to Philadelphia, and other Eastern cities for furnaces located near the Atlantic seaboard, experimental shipments and thorough investigations of the property having demonstrated the high character of the ore and the large quantity available.

A special dispatch from Chicago, giving an interview with Marshall Field & Co. in regard to their recent purchase of seven cotton mills in North Carolina, states that their plans for the enlargement of the operations of these mills have not yet been completed, but that the purchase is in line with their policy of manufacturing the goods which they distribute, with a view to cutting out the middleman.

The contract let by the State of Florida to a Baltimore firm for the reclamation of the Everglades section of that State, will amount to about \$2,500,000, and involve the construction of several hundred miles of canals to drain and make available for agricultural purposes about 6,000,000 acres of land, or an area larger than the State of Maryland.

These vast operations in the purchase of cotton mills, the development on a larger scale of Texas iron ore properties, the drainage of Florida wet lands, are indicative of the broadening field of activity throughout the South. Although general business conditions are not counted as active, there is every evidence of increasing development work throughout the whole South, and a growing interest on the part of outside capitalists in the development of Southern resources. Among the enter-

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## RICHMOND MAY BE TRUCKING CENTRE

Berry Growers and Fruit Raisers  
Around About Are Forcing  
the Issue.

### MONEY IN THE OLD GROUND

[Special to The Times-Dispatch.]  
If I mistake not, there were some few lines in the Industrial Section last Sunday about berry growing and small fruit cultivation and trucking close around Richmond. Along the James River on both sides and above and below Richmond and back on the hillsides far off from the river frontage there are as magnificent trucking and fruit and berry producing lands as can be found in far Tidewater or anywhere else on the earth.

The idea that on the extreme Tidewater section of Virginia is good for berries and fruits and truck is about exploded. There is nothing the matter with Henrico and Goochland and Caroline counties on the one side of the James, and Chesterfield and Powhatan and Cumberland and Buckingham on the other. They can bring as good berries and fruits and truck as any counties in the State, and there is no danger of overstocking the market. The demand for these products is increasing every day in the year.

Some Facts and Figures.  
In this connection, the Manufacturers' Record, of Baltimore, says: "Norfolk harbor, a centre of activity at all times of the year, presents a particularly busy scene at this season, the height of truck shipping. It is one of the advantages of the Norfolk section of Virginia that three or four crops a year can be grown there from the same soil. Consequently there is hardly a month in which shipments of truck are not made, beginning with kale and spinach in October and November, and including lettuce and radishes, strawberries, cabbage and potatoes, cucumbers, watermelons and citron, until the crops of peas and beans in September, October and November."

What Norfolk Is Doing.  
Just a little while back the Norfolk Virginian-Pilot had some remarks to make on the same interesting subject and incidentally gave some interesting figures. This paper estimates that more than \$8,000,000 came from the North last year to Norfolk in exchange for 7,200,000 quarts of strawberries and 4,000,000 crates and barrels of truck, including 700,000 barrels of spinach, 400,000 of kale, 150,000 of radishes,

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## BIG CONVENTION ON THE BRINY DEEP

Tenth Annual Meeting of the  
Tobacco Association of the  
United States.

### TOBACCONISTS GET TOGETHER

Convention Partly on Atlantic  
Ocean and Partly in New  
York City.

All of the arrangements have been completed for the holding of the tenth annual convention of the Tobacco Association of the United States on board a special steamer of the Old Dominion Line running between Norfolk and New York.

The steamer has been engaged for the members of the association and their friends, very many of whom will take advantage of the occasion to make a little midsummer sea voyage.

The schedule of the special steamer has been arranged for the same to leave Norfolk on the evening of Friday, July 1, at about 7 o'clock. Probably the first meeting of the association will be held Friday night as the ship passes out the Virginia capes into the broad Atlantic. This, however, will be only an introductory assembling of the association, and the real business meeting will be held the next morning, at which time the president's report will be made, and matters of interest to the tobacco trade at large will be generally discussed.

Fun in New York.  
Arrangements have been made on arrival of the steamer in New York to take an automobile sight-seeing trip, and those taking advantage of the trip sending their baggage on to the hotel, thus saving time. On Monday other trips will be arranged for.

The steamer will be met in New York by a representative of the Hotel Imperial, headquarters of the association at Washington. This, however, will be only a detail and relieve the visitors of as much trouble and worry as possible.

Matters to Be Discussed.  
Some of the leading matters to be discussed are the parcel post, which the Tobacco Association has advocated for many years; better material in the making of hogheads, in which tobacco is packed; reports from the representatives of the Agricultural Department at Washington in the matter of getting up a tobacco map, and also information in reference to the use of potash as a fertilizer for growing tobacco.

The size of the present and future crops and their respective demands

## LEAF AUCTION SALES AT END IN MARKETS

Season Ripe for Rather Large Dealings in Pack-  
age Goods—Marked Activity in Local  
Market During Past Few Days.

The season for auction sales of leaf tobacco in Richmond, and, as for that matter, in all of the markets of Virginia and North Carolina, is about at an end. The auction sales in this city for the past week were so small that they are not worthy of mention.

However, this is the season for more or less large package sales. These package sales are always made on the quiet, and no record is made by which a newspaper man can catch up with the actual figures either as to prices paid or the amounts in pounds that may or may not have been sold.

Nevertheless, there are a whole lot of rumors among the tobacco handlers. The folks who sell by sample have been very busy the past week, and the cause of their activity was the arrival in town last Tuesday and Wednesday of representatives of several of the big tobacco concerns of the country, all of whom had or claimed that they had instructions to buy right along in order to fill up some vacuums in the bright wrapper and the bright cutter departments.

The dealers are very reticent as to what was really done, but there are well founded rumors that the American Tobacco Company's agents were during the past week very large buyers of brights in immense hoghead lots. Whether these buyers got bargains or whether the holders of the "brights" got big profits it is hard to tell, for nobody will talk, but the holders of the samples are in mighty fine-humor, and at least four of them are making very elaborate and somewhat expensive arrangements to go on the sea voyage of the tobaccoists next week. All things considered, the presumption is that there was something doing, and not a little of it, during the past week in the package business.

Danville Tobacco Report.  
[Special to The Times-Dispatch.]  
Danville, Va. June 25.—The sales of loose leaf tobacco at the warehouses have dwindled down to such small proportions, and the quality being so poor, and mostly of odds and ends of the crop, the buyers are not particularly interested in the offerings, and prices in consequence may be said to be a little easier than a few weeks ago under heavier sales.

The weather has been very favorable on the growing crop in the Old Belt section for the past week or two, and the plants look healthy, and have grown rapidly. Reports are not altogether so favorable from the East and South. The excessive rains in those sections are reported to have done much damage. The acreage in the Old Belt is thought to be fully as large as usual, while that of the South and East is said to be 25 per cent, to 30 per cent, short of that of

last year.

There is nothing of special interest to report of the retired market. Trading has been moderate, and sellers are rather encouraged to stiffen prices, in view of the condition of the crop, and the comparatively small stocks on hand.

New Tobacco Warehouse.  
[Special to The Times-Dispatch.]  
Washington, N. C. June 25.—Work on Washington's new tobacco warehouse is progressing at a rapid rate, and the contractor, M. M. Jones, hopes to have it completed by the 1st of August. The building is situated on Pierce Street, between Fourth and Fifth Streets, and is 94x200 feet, and it will have a capacity of 150,000 pounds of tobacco. In addition to the main building, there will be a bunkhouse, 16x20 feet, and thirty-two stables.

From present prospects Washington bids fair to have a good tobacco market. The first opening will very probably take place between the 1st and 15th of August.

Report of Lynchburg Market.  
[Special to The Times-Dispatch.]  
Lynchburg, Va. June 25.—John D. Oglesby, of the Lynchburg Tobacco Warehouse Company, Inc., makes the following report of leaf tobacco sold on the Lynchburg market: Sales week ending June 24, 23,100; sales week ending June 17, 29,400; decrease week for 1910, \$390,100.

The very light sales this week indicate that the crop of tobacco is nearly all sold.

All grades continue in demand with quotations holding about the same. The seasons for planting have been good, and it is estimated that about 90 per cent, of last year's crop has been planted.

FAIR CATALOGUE ISSUED.  
Great Interest Being Manifested in Exhibition to Be Held in Amherst.  
[Special to The Times-Dispatch.]  
Amherst, Va. June 25.—Much interest is being taken in the county fair, which is to be held here this fall. A very attractive catalogue has been issued, containing rules and regulations of the first annual exhibition of the Amherst Pure-Bred Stock Association, the Boys' Demonstration Clubs and the School Fair. A lot, which is to be used as fair grounds, has recently been purchased by the Amherst Fair Grounds Association, and is being put in condition.

The School Fair promises to be the largest and best ever held in the county. Over 600 children have entered as contestants for the various prizes offered.